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**Printed : 8/30/2017 3:40 PM EST**

**Real Estate Education Committee**

**09/07/2017 09:30 AM**

861 Silver Lake Blvd., Cannon Building  
Second Floor Conference Room A  
Dover, DE 19904

Posted: 8/30/2017 NW



CANNON BUILDING  
861 SILVER LAKE BLVD.,  
SUITE 203  
DOVER, DELAWARE  
19904-2467

**STATE OF DELAWARE**

**REAL ESTATE COMMISSION  
REAL ESTATE EDUCATION  
COMMITTEE**

TELEPHONE: (302) 744-4500

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EMAIL:  
[CUSTOMERSERVICE.DPR@STATE.DE.US](mailto:CUSTOMERSERVICE.DPR@STATE.DE.US)

**AGENDA**

**(Amended items are noted with an  
asterisk)**

**I. Call to Order**

**II. Review and Approval of Minutes - August 3, 2017**

**III. Unfinished Business**

- A. Review and Consider Update to Instructor Application(s)
  - 1. James Madgey
  - 2. Barbara Brodoway

**IV. New Business**

- A. Update from Commission
- B. Review of Course Provider Application(s)
  - 1. Long & Foster Institute of Real Estate
    - a. DE NAR Biennial Code of Ethics
    - b. Ultimate Real Estate Professionalism
    - c. Buyer Representation and Forms
    - d. Seller Representation and Forms
  - 2. McKissock, LLC
    - a. Delaware Core Module 3: Real Estate Documents
    - b. Delaware Core Module 5: Legislative Issues
  - 3. Central Delaware Real Estate Academy
    - a. Pre-Licensing Course
  - 4. Delaware Association of REALTORS®
    - a. New Disclosure Forms: What You Need to Know
  - 5. Association of Realtors School
    - a. Agency & Fair Housing - A Professional Double Hitter
    - b. Essential Elements of the Delaware Agreement of Sale
    - c. Risk and Representation

- d. The Road to Court - Why RE Licensees Get Sued
- e. When Good Agents Go Bad
- f. WIIFM. Finding the Middle Ground
- g. The Realtors Essential Technology Toolbox
- h. Market Like a Rock Star on a Roadies Budget
- i. Environmental Issues
6. First State Real Estate School
  - a. Agency and Fair Housing
  - b. The Statewide Agreement of Sale
  - c. Delaware Laws, Statutes and Contracts
  - d. Understanding the DE Uniform Common Interest Ownership Act
  - e. Case Law Update
  - f. Delaware Landlord-Tenant Code
  - g. Real Estate Tax Considerations
  - h. How to Have a Smooth Settlement
7. Stephen M. Marcus
  - a. Selling Hud Homes - Making it Easy!
- C. Review of Instructor Application(s)
  1. Dee Henderson Hake - Renewal Application
  2. Scott Deputy - Renewal Application
  3. Gary Dodge - Renewal Application
  4. Margaret McDonnell - Renewal Application
  5. Michele Sloan - New Application
  6. David Sulock - New Application
  7. Craig Grant - New Application

#### **V. Correspondence**

#### **VI. Other Business before the Committee (For Discussion Only)**

#### **VII. Public Comment**

#### **VIII. Next Meeting - October 12, 2017**

#### **IX. Adjournment**

**Please Take Note:** To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

**A final amended agenda will be published to reflect any items received after the original agenda is posted.**

**Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.**

**Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.**

**MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500  OR EMAIL**

**[customerservice.dpr@state.de.us](mailto:customerservice.dpr@state.de.us) IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.**